



Shemal Jethwa

Manager – Supply Chain Management

Procurement | Logistics | Stores

Professional with more than 12 years of supply chain experience, I am a self-directed person who has a strong work ethic and is an expert in minimizing spending costs when purchasing products or services that are essential to a business. I have a long history of developing successful market leading acquisition solutions. I can analyze market information and build a strategic plan, while being able to execute it tactically. As a born leader, I am willing to accept any level of responsibility that goes with a job.

30 years old / Married

Ahmedabad – Gujarat – Ind.

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Master's degree, Business / Commerce

Diploma in SCM

CIPS - Pursuing

Bachelor of Commerce

SKILLS

- Leadership and Team Player
- Strong Price Negotiation
- Ethics and Transparency
- Complex Decision Making
- Enhance Sustainability
- Relationship Building and Management
- Involve New Technology
- Vendor Development and Management

SOFTWARE

SAP MM	100%
ERP/Oracle	100%
Microsoft Words.	100%

LANGUAGES

English	Advanced
Hindi	Native
Gujarati	Native
Spanish	Basic
French	Basic

Pragati Silichem



2020 – Present

SCM / Procurement - Manager

- Responsible for **Domestic & International Procurement / Contracts of Project Materials**, Engineering, Capex, Opex, **Raw Material**, Specialty Chemicals, Regular Operational **Goods and Services, Packing Material**, Mechanical, Electrical, IT/Software and Hardware, Instrument, Civil, Fire-Safety, Lab, Administrative Items and Contracts for Different types of Services at reasonable rate and deliver on site as per requirement
- Responsible for the development, communication, and compliance of process efficiencies related to the Supply Chain Department's role in the **requisition-to-payment process**, Set and prioritize the procurement strategy as per business need.
- Coordinate with other functions to complete the **annual purchasing plan** and ensure that department budgets, systems and procedures are developed and maintained for project and departmental operations.
- Take an **active leadership** role in delivering procurement's contribution to engineering and construction of new plant, and capital projects; communicate delivery of plans to leaders at all levels of the Company. Continually identify **process improvement** and **cost reduction** opportunities.
- Rate contract / agreement** for common procurements for Plant, **Commercial Negotiation** and execute the agreement for regular services. **managing relationships and negotiating** with Key suppliers at a senior and strategic levels.
- Commercial Evaluation** of bids for making recommendation based on commercial and technical specifications, Organize sale of scrap, obsolete / non-moving stock on reasonable rate as per company policy.
- Logistics**, Fleet Management, **Stores Management**, Material Management, Material Planning, RGP/NRGP Material Tracking.

MAIN ACHIEVEMENTS

- Conducting price analysis on all vendor quotes and services to determine most desirable and cost effective suppliers. This resulted in savings of approximately 5-10% or more.
- Highly articulate, driven, manager experienced in building a department from ground zero, developing processes/procedures, assisting and teaching configurations to team, contributing to vendor development and deployment efforts for sophisticated domestic products / services.

Satyesh Brinechem Private Limited.

2016 – 2020

Procurement - Manager**MAIN ACHIEVEMENTS**

- Successfully Completed Marine Chemical Project (Bromine Recovery, Co-gen, DM Water, Salt Washery Plant) in 2years and Implemented Software SAP – MM in 5Months, E-Procurement in 2Months which contributes to increase the efficiency of the company's processes.

ARCHEAN CHEMICAL INDUSTRIES PVT. LTD.

2014 – 2016

Sr. Officer - Procurement**MAIN ACHIEVEMENTS**

- Final Touchup of Greenfield Project, for the construction of the Bromine Plant, Power Plant, Salt Washery Plant, DM Water Plant and SOP Plant with savings of 5-10% according to initial planning.
- Project Cost Saving, with savings of 10-15% in 2015-2016

WELSPUN STEEL LTD.**WELSPUN STEEL**
DRY BILLETS REBARS

2013 – 2014

Officer - Procurement**MAIN ACHIEVEMENTS**

- Cost savings by using domestic instead of imported material with savings of 5% and ensuring the timely supply of materials with the desired quality and price.
- Improvement of the purchasing process increasing internal customer satisfaction by 20% by using management skills.

INDIAN STEEL CORPORATION LTD.

2010 – 2013

Officer - Procurement**MAIN ACHIEVEMENTS**

- Time Saving of dispatch material by using in-house packing material team instead of outsider.
- New Vendor Developed for Wooden plates and save money around 1Cr every year.

TATA CHEMICALS LTD. / Chem Connect

2008 – 2010

CCE - SCM**MAIN ACHIEVEMENTS**

- Pilot Process for Connecting Customer for Ordering the materials and Banking Information.
- SAP Implemented to run the process of timely booking of order and financial services.

COURSE

- Cost Saving Technique, HR & Administration, Industrial Health & Safety Organized by Company's Internal Trainer.
- Integrated Management System (ISO 9001- ISO 14001- OSHAS 18001) – TUV.
- Goods and Service Tax (GST).

HONOR AWARDS

- Cost Savings / Best Negotiation
- New Vendor Development
- Best Safety Practices

(2019)
(2015)
(2012)